

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 06258 281232Z
ACTION EB-08

INFO OCT-01 EA-09 ISO-00 COME-00 /018 W
-----282356Z 027722 /12

R 280751Z APR 77
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 6236

UNCLAS TOKYO 6258

FOR EB/BILLER AND EA/HEGINBOTHAM FROM BUTTON

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: BUSINESS CONSULTATION PROGRAM

REF: (A) STATE 91412, (B) TOKYO 5602

1. I HOPE YOU CAN HAVE SOMEONE LOOK INTO DECISION IN
REFA TO TURN DOWN OUR REQUEST FOR BUSINESS CONSULTATION
TRAVEL FOR FSO-4 MEYERS. IT APPEARS TO ME THAT
EXTREMELY NARROW CRITERIA MUST HAVE BEEN USED IN
EVALUATING OUR REQUEST FOR A HIGH PRIORITY BUSINESS
CONSULTATION TRIP. WE REALIZED FUNDS FOR PROGRAM ARE
LIMITED (STATE 072418). HOWEVER IF GOALS OF:
A. INCREASING SALES OF U.S. AUTOS IN A MARKET WHERE
4.1 MILLION EW VEHICLES WERE SOLD IN 1976, ONLY
13,562 OF WHICH WERE U.S. MADE;
B. INCREASING U.S. AUTO PARTS SUPPLIERS PENETRATION
OF A \$4 BILLION MARKET; AND
C. SAFEGUARDING U.S. COMMERCIAL AIRCRAFT SALES OF
\$240 MILLION (1976) AGAINST EUROPEAN ECONOMIC AND
POLITICAL PRESSURE AND PENETRATION DO NOT CONSTITUTE
"SPECIFIC EXPORT PROMOTION PROGRAMS OR OPPORTUNITIES"
THEN WE ARE AT A LOSS TO IDENTIFY WHAT DOES.

2. AS REGARDS SECOND PARA REF A, NOMINEE'S CONSULTATION
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IS NEEDED NOW IF WE ARE TO EXPLOIT OPPORTUNITIES.
OFFICER IS ON A THREE-YEAR TOUR WITHOUT HOME LEAVE;
NEXT SUMMER WOULD BE TOO LATE IN ANY CASE. I FULLY
BELIEVE SUCH CONSULTATIONS ARE OF MOST VALUE WHEN AN
OFFICER IS ALREADY "INTO THE JOB" AND HAS A FIRM
GRASP OF THE PARTICULAR CHALLENGES AND OPPORTUNITIES
INVOLVED.

3. I RESPECTFULLY REQUEST THAT THE DEPARTMENT REVIEW
ITS DECISION.
SHOESMITH

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NNN

Message Attributes

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